



Finance Infrastructure for SaaS Companies

ASC 606 · MRR/ARR · Deferred Revenue · Investor-Ready Reporting

team@taxpreneurllp.com
taxpreneurllp.com · +91-88028-85013

For SaaS Businesses

CA-led bookkeeping and fractional controller services built for how SaaS revenue actually works.

CA-Led · E-Commerce · SaaS · Trading · Global

01

The SaaS Finance Problem

Standard bookkeeping wasn't built for subscription revenue



What We Find in Every New SaaS Client's Books

Revenue Recognition Errors

- Annual contracts booked as full revenue on Day 1
- No deferred revenue schedule maintained
- Revenue overstated — liability understated
- Non-compliant with ASC 606 / IFRS 15

MRR/ARR Inaccuracies

- Churned customers still in active MRR
- Expansion revenue mixed with new MRR
- ARR doesn't reconcile to bank deposits
- No churn-adjusted ARR tracking

Investor-Readiness Gap

- Clean P&L takes weeks to produce on demand
- No separation of recurring vs non-recurring revenue
- Cash collected ≠ revenue earned confusion
- Due diligence becomes a fire drill

Burn Rate Blind Spots

- No real-time burn rate visibility
- Runway calculated on wrong revenue numbers
- Department-wise spend not tracked
- Payroll & vendor accruals missing from books

02

Revenue Recognition

ASC 606 / IFRS 15 compliant — built right from the start



ASC 606 / IFRS 15 — Revenue Recognition

Contract Analysis

- Identify performance obligations per contract
- Standalone selling price allocation
- Variable consideration estimation
- Contract modification assessment

Deferred Revenue Schedules

- Monthly recognition entries for annual plans
- Deferred revenue waterfall by cohort
- Reconciliation to balance sheet liability
- Automated schedule maintenance in books

MRR/ARR Reconciliation

- MRR bridge: New + Expansion – Contraction – Churn
- ARR reconciled to cash actually collected
- Churn rate & net revenue retention (NRR)
- Monthly MRR movement report for founders

Revenue Reporting

- Recurring vs non-recurring revenue split
- Channel & product line revenue breakdown
- Cohort-based revenue analysis
- Investor-grade revenue waterfall

SaaS Metrics & Financial Reporting

Core SaaS Metrics

- MRR & ARR (properly calculated)
- Churn rate (logo & revenue churn)
- Net Revenue Retention (NRR)
- LTV, CAC, and LTV:CAC ratio

Burn Rate & Runway

- Gross burn & net burn monthly
- Department-wise burn breakdown
- Cash runway with scenario modeling
- Fundraising timing advisory

Investor Reporting Package

- Monthly P&L with MRR reconciliation
- Balance sheet with deferred revenue detail
- Cash flow statement
- Board-ready metrics dashboard

FP&A Support

- Annual operating plan (AOP) preparation
- Budget vs actual monthly variance analysis
- Headcount & payroll planning models
- Fundraising financial model support

03

Bookkeeping & Controller Services

Day-to-day finance so you can focus on the product



Fractional Controller for SaaS

Daily Bookkeeping

- Stripe, Paddle, Chargebee reconciliation
- Subscription payment & failed payment recording
- Dunning & churn event accounting
- Multi-currency transaction management

Payroll & Vendor Management

- Payroll processing & accounting entries
- Contractor & vendor invoice management
- Equity compensation (ESOP) accounting
- Benefits & reimbursement tracking

Month-End Close

- Deferred revenue recognition entries
- Prepaid, accrual & amortization schedules
- Intercompany reconciliation
- Close delivered by Day 5

Tax & Compliance

- US: Federal & state tax coordination with CPA
- India: GST, TDS, ITR for Indian entities
- Transfer pricing for cross-border SaaS
- R&D tax credit documentation

04

Tools We Use

We work in your existing SaaS finance stack



SaaS Finance Tech Stack

Accounting Platforms

- QuickBooks Online
- Xero
- NetSuite (multi-entity)
- Zoho Books

Subscription & Billing

- Stripe & Stripe Billing
- Chargebee
- Paddle
- Recurly & Zuora

Analytics & Metrics

- ChartMogul (MRR/ARR analytics)
- Baremetrics
- ProfitWell / Paddle Revenue Intelligence
- Custom Excel & Google Sheets dashboards

Payroll & HR

- Gusto (US payroll)
- Rippling & Deel (global contractors)
- India: Zoho Payroll, Keka
- Remote, Papaya Global



Let's Connect

Office

SF-7, Plot No. 13, Vikram Enclave
Ghaziabad, Uttar Pradesh – 201005, India

Contact

+91-88028-85013 · +91-80806-06778
team@taxpreneurllp.com
taxpreneurllp.com

Book a Free Discovery Call

30 minutes. No pitch.
Just a conversation about your
finance and accounting needs.

taxpreneurllp.com/book

Taxpreneur — partnering with you at every stage of your journey.